

## Message Text

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44

ACTION EUR-12

INFO OCT-01 NEA-10 ISO-00 EB-07 /030 W  
----- 010068

P 161400Z AUG 76  
FM AMEMBASSY BELGRADE  
TO USDOC WASHDC PRIORITY  
INFO SECSTATE WASHDC 7736  
AMEMBASSY TEHRAN  
VIRGINIA YORIO  
FOR J S WALKER  
USYEC  
GENERAL ELECTRIC COMPANY  
570 LEXINGTON AVENUE  
NEW YORK NY 10022  
TELEX: RCA 234 698  
AMCONSUL ZAGREB

UNCLAS BELGRADE 5338

COMMERCE FOR STRAUSS LEON, BIC/OIM/SIPS

EO 11652 NA  
TAGS: ETRD BENC BFOL YO  
SUBJ: MAJOR PRODUCT OPPORTUNITY - SPECIAL HANDLING

REF: BELGRADE 5275

1. EMBOFF OBTAINED FURTHER INFORMATION ON MAJOR PRODUCT OPPORTUNITY FOR POULTRY PROCESSING PLANT IN INTERVIEW AUGUST 13 WITH DIRECTOR CUPIC OF CONTRACTING ENTERPRISE, AGROINDUSTRIJA INVEST.

2. SCOPE OF PROJECT: PROJECT, IN IRAN, IS BUT ONE OF A NUMBER OF SIMILAR FACILITIES PLANNED FOR THE NEAR FUTURE. CUPIC ASSERTED THAT EQUIPMENT SUPPLIER(S) NOT ONLY HAVE OPPORTUNITY SUPPLY 2.5-3.5 MILLION DOLLARS EQUIPMENT FOR THIS FACILITY, BUT ALSO FOR CONSIDERABLE ADD-ON BUSINESS.

3. DEADLINE: LITTLE FLEXIBILITY EXISTS. AGROINDUSTRIJA  
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MUST COMPLETE ENTIRE PROPOSAL FOR CUSTOMER BY SEPTEMBER 10.

INTERESTED U.S. FIRMS, HOWEVER, CAN GAIN SOME TIME BY SUBMITTING PROPOSAL TO AGROINDUSTRIJA IN TWO PHASES. FIRST PHASE SHOULD CONSIST OF SO-CALLED TECHNICAL SCHEME TO INCLUDE PROPOSED LAYOUT SHOWING FLOOR PLAN, PROPOSED TYPES AND SPECIFICATIONS OF EQUIPMENT, EQUIPMENT DISPOSITION WITH RECOMMENDATIONS FOR UTILITIES AND WEIGHT FACTORS (G.D. PER SQUARE METER , IF AVAILABLE). TECHNICAL SCHEME SHOULD BE ACCOMPANIED BY EQUIPMENT BROCHURES AND BE FOLLOWED BY FIRM QUOTATIONS INCLUDING INFORMATION REQUESTED PARA 10 REFTEL.

4. COMPETITION: AGROINDUSTRIJA INTENDS OFFER FOUR OR FIVE ALTERNATIVES TO CUSTOMER: RANKING EQUIPMENT SUPPLIERS ON BASIS OF BEST TECHNICAL SOLUTION. ON THIS BASIS, WEST EUROPEAN FIRMS ARE BEST OF OFFERS RECEIVED BY AGROINDUSTRIJA. IN TERMS OF PRICE, HOWEVER, HUNGARIAN OFFER HAS THE EDGE.

5. COMMENTS AND RECOMMENDATIONS: THROUGHOUT THE DISCUSSION CUPIC EXPRESSED STRONG WISH TO INCLUDE U.S. EQUIPMENT AMONG ALTERNATIVES OFFERED TO SUPPLIER. EMBASSY RECOMMENDS U.S. FIRMS TAKE ADVANTAGE OF THIS OPPORTUNITY BY ESTABLISHING IMMEDIATE CONTACT WITH CUPIC BY TELEX (14182 YU AINS) OR TELEPHONE (021-20588). CUPIC SPEAKS ENGLISH.

6. FOR TEHRAN: REFTEL BEING REPEATED FOR YOUR INFORMATION.  
CAB SILBERMAN

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NNN

## Message Attributes

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**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** FOREIGN INVESTMENT  
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**Decaption Date:** 01 JAN 1960  
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**Review Transfer Date:**  
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**TAGS:** ETRD, BENC, BFOL, YO, US  
**To:** COM  
**Type:** TE  
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